

## Message Text

PAGE 01 NATO 04524 271820Z

64  
ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 PM-04 INR-07 L-03 ACDA-05

NSAE-00 PA-01 SS-15 PRS-01 SP-02 USIA-06 TRSE-00

SAJ-01 NSC-05 EB-07 /070 W  
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R 271440Z AUG 75  
FM USMISSION NATO  
TO SECSTATE WASHDC 3250  
SECDEF WASHDC  
USDEPT OF COMMERCE WASHDC

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E.O. 11652: N/A  
TAGS: MARR NATO  
SUBJECT: BURROUGHS FOLLOW-UP VISIT TO AMBASSADOR ON NICS TARE  
CONTRACT AWARD

REFS: A. STATE 201959  
B. USNATO 4478  
C. USNATO 4446  
D. BURROUGHS LETTER, 21 AUG 75, TO NICCSMA

SUMMARY. AS FOLLOW-UP TO STAFF DISCUSSION 22 AUGUST WITH ILD (LOVELAND AND MULLEN), BURROUGHS REPS VISITED WITH AMBASSADOR BRUCE 25 AUG 75 (REFS B AND C). THEY MADE SAME POINTS REPORTED IN REF B, AND AFTER EXTENDED EXCHANGE THE MATTER WAS LEFT ON THE SAME BASIS AS INDICATED IN REF B, I. E., THAT THE NEXT STEP ON BURROUGHS' COMPLAINT WOULD BE THE NICCSMA RESPONSE TO THE BURROUGHS LETTER (REF D). END SUMMARY.

1. BOTH ROGERS, BURROUGHS LOCAL REP, AND PAFORT, MARKETING MANAGER FROM PAOLI, PA., MET WITH AMBASSADOR BURCE IN ORDER TO REAFFIRM THEIR VIEWS ON THE COMPLAINTS THEY HAD MADE CONCERNING NICCSMA'S BID EVALUATION IN REF D.

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PAGE 02 NATO 04524 271820Z

2. THEY FRANKLY NOTED THAT THEIR DIFFICULTIES STEMMED IN LARGE PART FROM : (A) FACT THEIR BID SPECIFICALLY STATED THEIR NON-COMPLIANCE WITH THE ADMINISTRATIVE CLAUSES OF THE IFB, AND (B) THEIR CONCERNS AS TO UNFORESEEABLE BASIC CHANGES IN THE

NATO STRUCTURE WHICH MIGHT EFFECT THE VALIDITY OF THEIR BID OR THE CONTRACT. THEY APPARENTLY HOPED, HOWEVER, THAT BY TAKING ISSUE WITH WHAT THEY REGARDED AS A SPECIFICATION IMPOSSIBLE OF ACHIEVEMENT CONCERNING THE TARE AIR CONDITIONING REQUIREMENTS; THEY COULD HAVE ALL BIDS CONCELLED AND HAVE ANOTHER CHANGE IN A POSSIBLE CALL FOR NEW BIDS.

3. AFTER LISTENING CAREFULLY AND GIVING THE VISITORS OPPORTUNITY TO EXPRESS ALL ASPECTS OF THEIR CASE, AMBASSADOR BRUCE NOTE THERE WAS NO BASIS UNDER AGREED NATO RULES FOR ANY SPECIFIC STEP BY USNATO. HOWEVER, WE WILL BE WATCHING WITH INTEREST FOR NICSMA'S OFFICIAL REACTION TO THE BURROUGHS LETTER.

4. ACCORDINGLY, THE SITUATION REMAINS THE SAME AS REPORTED IN REFS B AND C AND AS CONCURRED IN REF A.  
BRUCE

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 AUG 1975  
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**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
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**Disposition Date:** 28 MAY 2004  
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**From:** NATO  
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**TAGS:** MARR NATO  
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